

## Japanese Matches in Demand.

The foreign demand for Japanese matches, after a long period of depression, is reported to be reviving. Orders are being received from the South Seas, India, Java and the Chinese demand is on the increase, owing to the old stocks having run short. Quotations are rising, and 24½ to 29 cents and 31½ to 32 cents are being quoted for safety and yellow phosphorus matches respectively (per box containing about fifty gross).

## Japanese Labor Rates Prices.

Japanese cardboard manufacturers, in announcing an increase in their wholesale prices from \$62 to \$72 a ton, complain that they have met their employees' demands for better wages and shorter hours, but that this has enhanced their employees' efficiency but little. On the contrary, the rate of production has fallen off and their output has become insufficient to meet all the demands from wholesale buyers.

TEEMING ORIENT  
READY TO AWAKE

760 Millions of People Are Potential Buyers of American Goods.

NEED FOR INITIATIVE  
Manufactured Goods Chief Necessity, as Food Problem Is Solved by Rice.

This is the second article of a series devoted to the Far East. The first article, "The Far East as a Market for American Goods," appeared in the Sun of January 6.

By L. D. SNYDER.

Foreign Trade Promotion Manager, D. C. Andrews & Co.

The Far East is a region of tremendous distances. It is a world in itself of striking contrasts. The greatest contrast of all time—the transition of backward nations to commercial leaders will take place within the next century.

The world's economic stage is now being set for the great awakening of the Far East, the arousing of a commercial giant from slumber, ignorance and darkness; and the assumption of a just, rightful and prominent place on the economic and commercial brotherhood of man.

The greatest and most inspiring things in the Far East are the magnificent distances with which the Great Architect laid out his most valuable reservoir of natural wealth. Out there a thousand miles are as nothing. The average American thinks that the Malay Archipelago is an ordinary group of small islands, probably as large as Porto Rico—or some other island that he has an imperfect idea of. Yet the Netherlands East Indies stretch out for three thousand miles and have a population of fifty million people.

The manufacturer or exporter who is investigating foreign fields is immediately impressed with the large number of people in the Orient. Stop for a moment to contemplate the market that China proper offers with four times the population of the United States compressed into a little over half the land area. There is Japan, America's best customer, with about 60,000,000 people. China has seventeen and a half million. Indo-China has over sixteen million and Siam eight million. Then there is India with three hundred million more; not to mention the lesser countries.

If America wakes up. The whole situation can be summed up—as far as numbers of people are concerned—in the fact that there are within a radius of three thousand five hundred miles of Manila seven hundred and sixty million of potential buyers of American goods—if America will only wake up.

In the Far East the exporter finds the greatest mixture of races. In the north the Yellow race predominates. In the tropics are both the Brown and Black with a liberal sprinkling of the White race throughout, both in the north and southern Asia. To the differences of race we must add the characteristics of the many religious faiths some of which are the dominating forces in the lives of their adherents.

At the same time there are a number of characteristics which this conglomerate of different people have in common. The most notable is their simplicity of life, especially their food. Rice is the staple food and is used by all classes, as wheat flour is used by Americans. The poor class, which are in a vast majority in the Orient, eat rice and not much of other food. They are content to have a bucket to wash the rice in and a pot to boil it in over a portable charcoal or coke stove.

The nutrition in rice is sufficient to sustain these immense populations. It is perhaps well that Asiatics are not American commercial attention is focussing upon the Far East, and rightly so, because in the East are found more millions of possible purchasers of American merchandise than in any other part of the world.

To American business men who are interested in this possible trade expansion we offer the wholehearted cooperation of our world wide organization.

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THE export markets are as a many-sided mirror, each side showing a different face. One market is entirely different from another. Sales results vary with the people—their requirements, customs, social condition and environment. It is the careful study of these differences in relation to your product which makes successful exporting.

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Recent Arrivals From Far East.  
Far Eastern arrivals registered at the Hotel Belmont include C. P. Derwin of Shanghai, C. N. Haves, Sydney, and H. Newcome of Honolulu. Registered at the Hotel Belmont are Mr. and Mrs. S. G. Humphrey of Kobe and Takemoto Tada, Tokyo, Japan.

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HAWAII EXPORTS  
BIG SUGAR CROP

6,000,000 Cases of Canned Pineapple Also Promised for 1920.

Special to the Far Eastern Section.  
HONOLULU, Jan. 5.—Hawaii's sugar crop for 1920 will total 585,000 tons and there will be 6,000,000 cases of canned pineapples shipped to continental United States, according to estimates made here by Castle & Cooke, Honolulu agents for the Matson Navigation Company, which will handle the transportation of both commodities. The Matson company's heavy contract comes by reason of the fact that with the close of the 1919 sugar season the shipment of sugar through the Panama Canal to New York City, all sugar from the Hawaiian Islands henceforth will go into San Francisco for refinement by the California refineries.

Because of the heavy demand for freight tonnage half a dozen large shipping board vessels have been allocated to the Matson company and the three big liners Matsonia, Maui and Wilhelmina, which carried troops across the Atlantic during the war, have been returned to the company. These vessels have a deadweight freight capacity of approximately 10,000 tons. Besides these the Matson company has the Manoa, Lurline, Enterprise and Siam, also combination freight and passenger vessels, which are being used for the export of sugar.

For the second time since Japanese laborers were imported to work on the sugar plantations in 1918, the planters are threatened with a strike of the workers, who have finally formed labor unions and demanded higher wages, shorter hours and better living conditions. The demands of the 25,000 Japanese laborers and the 12,000 Filipino workers were presented to the Hawaiian Sugar Planters Association a few weeks ago. The planters in an attempt to avert a strike, have refused to accept the demands except those providing for more equitable arrangement in the paying of bonuses.

The convention decided to pay 75 per cent of the bonus each month instead of 50 per cent as heretofore, the remainder to be paid at the end of each year, providing the laborer has remained at work that length of time. The Japanese union demanded \$2.25 a day for all workers, and the Filipino demand \$2.00 a day. The present wage approximates \$60 a month, including the bonus.

The reply of the laborers to the refusal of the planters to grant their demands has been to begin a strike. The 25,000 Japanese and the 12,000 Filipino refuse to return to work Hawaii's 1920 sugar crop, valued at \$30,000,000, is endangered, as the Japanese and Filipino planters total more than 50 per cent of all laborers on the plantations.

So. African Exposition Postponed.  
CAPE TOWN, South Africa, Jan. 6.—According to a letter received from the exposition central committee, the proposed Great National Exposition of South African Manufacturers and Products, which was to be held during next March and April, has been postponed until 1922. The date set is from August 15 to October 15 of that year. However, the executive committee will remain in session until the end of the year, the secretary of the Pretoria Chamber of Commerce, will answer any communications addressed to the committee.

AUSTRALIAN NEWS.  
BENDIGO.—The Federal Government is preparing to send the first contingent of its forces to the Middle East, according to a statement made by Prime Minister Bland, in a speech at the opening of the Bendigo Agricultural Show, which he addressed last night. He said that the Government was determined to maintain its position in the Middle East, and that it was necessary to send a large force to the region.

MELBOURNE.—An increase of taxation upon outbreak last night would be a serious blow to the city, according to a statement made by the Mayor, who said that the city was in a state of financial distress, and that any increase of taxation would be a heavy burden upon the people.

WALSH ISLAND.—The Delmar, a steel steamship of 6,000 tons, recently launched here, has successfully completed its trial trip, and is now being fitted out for service. The ship is owned by the Commonwealth of Australia, and is to be used for the transport of troops and supplies to the island.

SYDNEY.—The New South Wales Board of Trade has a formal declaration of the new living wage, which has been fixed at 10s. 6d. per week. In arriving at the new rate the board took into consideration the following factors:—The cost of living, the cost of food, the cost of clothing, the cost of housing, the cost of education, the cost of medical care, the cost of recreation, the cost of insurance, the cost of savings, the cost of investment, the cost of consumption, the cost of production, the cost of distribution, the cost of exchange, the cost of credit, the cost of money, the cost of interest, the cost of profit, the cost of loss, the cost of risk, the cost of time, the cost of effort, the cost of skill, the cost of knowledge, the cost of experience, the cost of wisdom, the cost of virtue, the cost of honor, the cost of glory, the cost of power, the cost of wealth, the cost of fame, the cost of love, the cost of friendship, the cost of family, the cost of country, the cost of world, the cost of life, the cost of death, the cost of eternity, the cost of heaven, the cost of hell, the cost of judgment, the cost of reward, 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